

Message Text

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ORIGIN AF-18

INFO OCT-01 ADP-00 CAB-09 CIAE-00 COME-00 EB-11 INR-10

NSAE-00 RSC-01 FAA-00 INRE-00 TRSE-00 L-03 PRS-01

XMB-07 OPIC-12 /073 R

DRAFTED BY AF/ NI: ARMCKEE: JS

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APPROVED BY AF/ NI: JLLOUGHRAN

EB/ OA/ AVP: CHDUDLEY

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P R 102005 Z APR 73

FM SECSTATE WASHDC

TO AMEMBASSY LAGOS PRIORITY

INFO AMCONSUL CASABLANCA

C O N F I D E N T I A L STATE 066330

E. O. 11652: GDS

TAGS: ETRN, NI

SUBJECT: TWA

CASABLANCA FOR RCAA

CAB FOR MR. MURPHY

REF: LAGOS 2758, 2815

1. DEPTOFF CONTACTED DONEGAN AND HOEVELER OF TWA APRIL 9 FOR FURTHER ASSESSMENT OF PROSPECTS FOR NIGERIA AIRWAYS (WT) CONTRACT. DONEGAN ADVISED THAT " EXECUTIVE SUMMARY" OF 85- PAGE IN- DEPTH STUDY BEING PRESENTED TO OBI, LONGE AND DIKKO APRIL 12. TWA VICE- PRESIDENT WILL VISIT LAGOS APRIL 19 FOR DETAILED REVIEW WITH NIGERIANS OF STUDY AND IMPLICA- TIONS FOR MANAGEMENT CONTRACT. TWA TEAM HOPES CALL ON AMBASSADOR REINHARDT APRIL 11 OR EARLY ON THE 12 TH.

2. TWA INDICATES STUDY HAS DRAMATIZED NEED FOR " MASSIVE COMMITMENT" OF MANPOWER AND CAPITAL FAR BEYOND ANYTHING
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PREVIOUSLY ENVISAGED. TWA NOW BELIEVES WT WILL REQUIRE DOLS. 100 MILLION IN NEW CAPITAL OVER NEXT 2-3 YEARS. WT HEADED FOR DOLS. 20 MILLION OPERATING DEFICIT, EVEN WITHOUT COVERING DEBT ON NEW BOEINGS WHICH WT IS EXPECTED TO PAY OFF. ESTIMATE OF NUMBER OF TWA PERSONNEL REQUIRED HAS BEEN RAISED FROM 15 PROVIDED FOR UNDER MANAGEMENT CONTRACT TO 230. 30-40 EXPATRIATE PILOTS REQUIRED FOR NEW BOEINGS ALONE. DONEGAN CONSIDERS WT OPERATION ON PAR WITH ETHIOPIAN AIRWAYS OF 20 YEARS AGO. SERIOUS AIR ACCIDENT CONSIDERED ENTIRELY POSSIBLE IN VIEW PRESENT UNQUALIFIED MAINTENANCE AND COMMAND PILOT PERSONNEL.

3. TWA REPS SUGGESTED CREWING CRISIS POSTPONED FOR MOMENT, AS ARRANGEMENTS APPARENTLY MADE EXTEND AER LINGUS AND BOEING ASSISTANCE FOR LIMITED INTERIM PERIOD. TWA WAS ADVISED NIGERIANS WISHED AVOID COMMITMENT ON TRAINING UNTIL AFTER REVIEW OF IN- DEPTH STUDY.

4. TWA REPS STRESSED THAT THEIR FIRM NOT WILLING TO CARRY OUT MANAGEMENT CONTRACT UNLESS FMG PREPARED MAKE COMMITMENT TO SUPPORT MASSIVE PROGRAM DESCRIBED ABOVE. THEY ANTICIPATE THAT FINAL DECISION WILL HAVE TO BE MADE AT HEAD OF STATE LEVEL. TWA REPS DID NOT SOUND ADEQUATELY SENSITIZED TO PROBLEM OF POSSIBLE SENSITIVITIES WITHIN MOT OVER DIRECT DEALINGS BY OUTSIDERS WITH LAWSON ON TRANSPORT MATTERS, AND DEPTOFF SUGGESTED THEY MIGHT SEEK EMBASSY'S ASSESSMENT OF THOSE ATMOSPHERICS ON APRIL 11-12. ROGERS

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